

Message Text

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FM AMCONSUL KARACHI

TO SECSTATE WASHDC PRIORITY 8746

INFO AMEMBASSY ISLAMABAD PRIORITY

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E.O. 11652: N/A

TAGS: BEXP PK

SUBJECT: CHEMTEX PROPOSAL FOR POLYESTER PLANT

REF: KARACHI 0513; KARACHI 0514

1. SENIOR CHEMTEX VICE PRESIDENT FRED TETZLAFF AND DUPONT MARKETING MANAGER FOR FIBERS TECHNOLOGY FRITZ HAGEMANN FROM DUPONT GENEVA OFFICE HAVE BOTH NOW ARRIVED IN KARACHI TO REINFORCE CHEMTEX NEGOTIATING TEAM CONSISTING OF VICE PRESIDENT ALAN DAVIS AND PROPOSAL SECTION MANAGER FRANK TONNIES.

2. FOLLOWING SEVERAL FURTHER MEETINGS WITH MEMBERS OF THE FEDERAL CHEMICAL AND CERAMIC CORPORATION (FCCC) TECHNICAL COMMITTEE FOR EXAMINATION OF POLYESTER PLANT BIDS, CHEMTEX TEAM BELIEVES ICI PROBABLY HAS INSIDE TRACK TOWARD ACCEPTANCE OF ITS PROPOSAL, ALTHOUGH FCCC AT TECHNICAL LEVEL ENTHUSIASTIC OVER CHEMTEX-DUPONT PROPOSAL. ICI ENJOYS ADVANTAGE OF LONG-ESTABLISHED POSITION IN PAKISTAN AND CLOSE CONTACTS BETWEEN ITS EXECUTIVES HERE AND HIERARCHY OF BOARD OF INDUSTRIAL MANAGEMENT.

3. IN AN ATTEMPT TO REDUCE DOMINATING ICI INFLUENCE CHEMTEX AND DUPONT OFFICIALS WILL FLY ISLAMABAD MARCH 26 AND CALL ON KEY MEMBERS BID EVALUATION COMMITTEE AND OTHER INFLUENTIAL OFFICIALS IN MIN

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PRODUCTION AS DETERMINED THROUGH THEIR EXTENSIVE

TALKS WITH FCC OFFICIALS HERE. CONGEN INFORMED THAT EMBASSY HAS ALREADY SUCCEEDED IN MAKING APPOINTMENTS FOR MARCH 27 WITH ALL OFFICIALS CHEMTEX TEAM DESIRES SEE EXCEPT MINISTER PRODUCTION RAFI RAZA WHO IS OUT OF TOWN.

4. IN ISLAMABAD DUPONT FIBERS TECHNOLOGY EXPERT HAGEMANN PLANS TO PRESENT CASE FOR CONTINUOUS STREAM (AS OPPOSED TO BATCH PROCESS) TECHNOLOGY FOR POLYESTER PLANT WHICH ONLY DUPONT ABLE TO PROVIDE. CHEMTEX AND DUPONT HOPE TO CONVINCE KEY PERSONS IN ISLAMABAD OF ADVANTAGES OF DUPONT PROCESS WHICH WOULD BE UNAVAILABLE FROM ICI OR LEADING GERMAN BIDDER HOECHST.

5. SINCE CHEMTEX REPS BELIEVE SOME MEMBERS BID EVALUATION COMMITTEE HERE IN KARACHI "IN POCKET" OF ICI, THEY FEEL PARTICULARLY STRONG EFFORT WILL HAVE TO BE MADE IN ISLAMABAD IN ORDER TO REDUCE PRESENT PREFERENCE FOR ICI OFFER AND GIVE CHEMTEX FIGHTING CHANCE TO OBTAIN CONTRACT. POLYESTER PLANT CONTRACT IMPORTANT NOT ONLY BECAUSE OF LARGE SAUDI ARABIAN CREDIT OF \$18 MILLION INVOLVED BUT ALSO BECAUSE IT COULD LEAD TO CONTRACTS FOR FUTURE CHEMICAL AND PETRO-CHEMICAL EXPANSION WHICH FCCC NOW CONTEMPLATING.
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